15

16

17

18

19

20

21 22

23

24

25

26

27

28

29

30 31

32

33

34

35 36

37

38 39

40

41

42

IN THE HOUSE OF REPRESENTATIVES

HOUSE BILL NO. 128

BY TRANSPORTATION AND DEFENSE COMMITTEE

AN ACT

1	AN ACT
2	RELATING TO DEALERS AND SALESMEN LICENSING; AMENDING SECTION 49-1614,
3	IDAHO CODE, TO REVISE PROVISIONS REGARDING TERMINATION, CANCELLATION,
4	OR NONRENEWAL, AND TO MAKE TECHNICAL CORRECTIONS; REPEALING SECTION
5	49-1617, IDAHO CODE, RELATING TO PROTESTS, HEARINGS, AND COSTS; AMEND-
6	ING CHAPTER 16, TITLE 49, IDAHO CODE, BY THE ADDITION OF A NEW SECTION
7	49-1617, IDAHO CODE, TO ESTABLISH PROVISIONS REGARDING PROTESTS, HEAR-
8	INGS, AND COSTS; AMENDING CHAPTER 16, TITLE 49, IDAHO CODE, BY THE
9	ADDITION OF A NEW SECTION 49-1617A, IDAHO CODE, TO ESTABLISH PROVISIONS
10	REGARDING MEDIATION OF DISPUTES; AMENDING CHAPTER 16, TITLE 49, IDAHO
11	CODE, BY THE ADDITION OF A NEW SECTION 49-1617B, IDAHO CODE, TO ESTAB-
12	LISH PROVISIONS REGARDING STANDING TO BRING AN ACTION; AND DECLARING AN
13	EMERGENCY.

Be It Enacted by the Legislature of the State of Idaho:

SECTION 1. That Section 49-1614, Idaho Code, be, and the same is hereby amended to read as follows:

- 49-1614. TERMINATION, CANCELLATION OR NONRENEWAL. (1) Notwithstanding the terms, provisions or conditions of any franchise agreement, or any waiver, a manufacturer shall not cancel, terminate or fail to renew any franchise agreement with a dealer unless the manufacturer has satisfied the notice requirement of subsection (2) of this section and has good cause for cancellation, termination or nonrenewal.
- (2) Notwithstanding the terms, provisions or conditions of any franchise agreement prior to the termination, cancellation or nonrenewal of any franchise agreement, the manufacturer shall furnish notification of termination, cancellation or nonrenewal to the department and the dealer:
 - (a) In the manner described in subsection (3) (b) of this section; and
 - (b) Not less than ninety (90) days prior to the effective date of termination, cancellation or nonrenewal; or
 - (c) Not less than fifteen (15) days prior to the effective date of termination, cancellation or nonrenewal with respect to any of the following:
 - Insolvency of the dealership, or filing of any petition by or against the dealership under any bankruptcy or receivership law;
 - (ii) Failure of the dealership to conduct its customary sales and service operations during its customary business hours for seven
 - (7) consecutive business days, except for acts of God or circumstances beyond the direct control of the dealer;
 - (iii) Conviction of the dealer, or any owner or his operator, resulting in imprisonment exceeding thirty (30) days;
 - (iv) Revocation of any license which that the dealer is required to have to operate a dealership; and

- (d) Not less than one hundred eighty (180) days prior to the effective date of termination or cancellation, where the manufacturer is discontinuing the sale of the product line.
- (3) Notification under this section shall be in writing, by certified mail or personally delivered to the dealer, and shall contain a statement of intention to terminate, cancel or not to renew the franchise agreement, and a statement of the reasons for and the date on which termination, cancellation or nonrenewal takes effect.

- (4) Notwithstanding the terms, provisions or conditions of any franchise agreement or of any waiver, good cause shall exist for the purposes of a termination, cancellation or nonrenewal when there is a failure by the dealer to comply with a provision of the franchise agreement, where the provision is both reasonable and of material significance to the franchise agreement relationship, and provided that the dealer has been notified in writing of the failure within one hundred eighty (180) days prior to termination, cancellation or nonrenewal. A protest may be filed in accordance with the provisions of section 49-1617, Idaho Code.
- (5) Notwithstanding any franchise agreement, the following shall not constitute good cause for a termination, cancellation or nonrenewal of a franchise agreement: the fact that the dealer owns, has an investment in, participates in the management of or holds a franchise agreement for the sale or service of another make or line of motor vehicles; or that the dealer has established another make or line of new motor vehicles or service in the same dealership facilities as those of the manufacturer or distributor which existed prior to January 1, 1997; or is approved in writing by the manufacturer.
- (4) Notwithstanding the terms, provisions, or conditions of any franchise agreement or of any waiver, good cause for a termination, cancellation, or nonrenewal shall be determined in accordance with the standards set forth in section 49-1617(5)(a), Idaho Code, provided that the dealer has been notified in writing of the reasons for the intended termination, cancellation, or nonrenewal one hundred eighty (180) days prior to termination, cancellation, or nonrenewal. A protest may be filed in accordance with the provisions of section 49-1617, Idaho Code.
- (5) Notwithstanding the terms, provisions, or conditions of any franchise agreement, the factors set forth in section 49-1617(5)(b), Idaho Code, do not constitute good cause for a termination, cancellation, or nonrenewal of a franchise agreement.
- (6) The manufacturer shall have the burden of proof under this section concerning the issue of good cause, which shall include, but not be limited to, termination, nonrenewal or cancellation of any franchise agreement by the manufacturer for insolvency, license revocation, conviction of a felony, fraud by a dealer or failure by a dealer to comply with a provision of the franchise agreement, where the provision is both reasonable and of material significance to the franchise agreement relationship.
- (7) Notwithstanding the terms, provisions or conditions of any franchise agreement, other written contract or agreement or any waiver, a manufacturer shall not cancel, terminate or fail to renew any franchise agreement with a dealer unless the manufacturer has satisfied the requirements of this section.

(8) Upon the termination, cancellation, or nonrenewal of any franchise agreement by the manufacturer or dealer, the manufacturer shall repurchase from the dealer any new, undamaged and unused motor vehicles of the current model year and previous model year. Any new and unused motor vehicle repurchased by the manufacturer shall be repurchased at the net cost to the dealer. Net cost means the dealer's cost for a new, undamaged, unsold, and complete motor vehicle of the current model year or any previous model year acquired by the dealer within twelve (12) months of the date of termination and in a dealer's inventory purchased from the manufacturer or acquired from another dealer of the same line make in the ordinary course of business:

- (a) Plus any charges by the manufacturer, distributor, or representative for distribution, delivery and taxes;
- (b) Plus the dealer's cost of any manufacturer_approved accessories added on the vehicle, except only those recreational vehicle accessories that are listed in the manufacturer's wholesale product literature as options for that vehicle shall be repurchased; and
- (c) Less all allowances paid to the dealer by the manufacturer, distributor or representative.
- (9) (a) Upon the termination, cancellation, or nonrenewal of any franchise agreement by the manufacturer or dealer, the manufacturer shall repurchase from the dealer the following:
 - (i) Any unused, undamaged, and unsold parts which that have been acquired from the manufacturer, provided such parts are currently offered for sale by the manufacturer in its current parts catalog and are in salable condition. Such parts shall be repurchased by the manufacturer at the current catalog price, less any applicable discount;
 - (ii) Any supplies, equipment, and furnishings, including manufacturer or line make signs, required by and purchased from the manufacturer or its approved source within three (3) years of the date of termination, cancellation, or nonrenewal; and
 - (iii) Any special tools or other equipment purchased from the manufacturer within three (3) years of the date of termination, cancellation, or nonrenewal.
- (b) Except as provided in paragraph (a) (i) of this subsection, compensation shall be the fair market value on the effective date of the termination, cancellation, or nonrenewal.
- (10) The repurchase of any item under this section shall be accomplished within ninety (90) days of the effective date of the termination, cancellation, or nonrenewal, provided the dealer has clear title to the inventory and other items, or is able to convey such title to the manufacturer and does convey or transfer title and possession of the inventory and other items to the manufacturer.
- (11) If the repurchase of any item under this section is subject to a security interest, the manufacturer may make payment jointly to the dealer and to the holder of the security interest.
- (12) This section shall not apply to a nonrenewal or termination that is implemented as a result of the sale of the assets or stock of the motor vehicle dealer.

- (13) In the event the manufacturer does not pay the dealer the amounts due under this section and a court of competent jurisdiction finds the manufacturer in violation of this section, the manufacturer shall, in addition to any amounts due, pay the dealer:
 - (a) Interest on the amount due computed at the rate applicable to a judgment of a court; and
 - (b) Reasonable attorney's fees and costs.

- (14) Within ninety (90) days of the termination, cancellation, or nonrenewal of any franchise agreement by the manufacturer for the failure of a dealer to meet sales and service performance obligations or due to elimination, cessation or termination of a line make, the manufacturer shall commence to reimburse the dealer for one (1) year of the dealer's cost to rent or lease the dealership's facility or location or for the unexpired term of the lease or rental period, whichever is less, or, if the dealer owns the facility or location, for the equivalent of one (1) year of the reasonable rental value of the facilities or location as determined by an Idaho licensed commercial real estate appraiser. If more than one (1) franchise agreement is being terminated, canceled, or not renewed, the reimbursement shall be prorated equally among the different manufacturers. However, if a franchise agreement is terminated, canceled, or not renewed but the dealer continues in business at the same location under a different franchise agreement, the reimbursement required by this subsection shall not be required to be paid. In addition, any reimbursement due under this subsection shall be reduced by any amount received by the dealer by virtue of the dealer leasing, subleasing, or selling the facilities or location during the year immediately following the termination, cancellation, or nonrenewal.
- (15) All procedures and protections afforded to a motor vehicle dealer under this section shall be available to a recreational vehicle dealer. However, the remedies afforded under this section shall only apply to recreational vehicle dealers where the manufacturer of recreational vehicles as defined in section 49-119, Idaho Code, terminates or fails to renew any franchise agreement without good cause.
- SECTION 2. That Section $\underline{49-1617}$, Idaho Code, be, and the same is hereby repealed.
- SECTION 3. That Chapter 16, Title 49, Idaho Code, be, and the same is hereby amended by the addition thereto of a $\underline{\text{NEW SECTION}}$, to be known and designated as Section 49-1617, Idaho Code, and to read as follows:
- 49-1617. PROTESTS -- HEARINGS -- COSTS. (1) Within twenty (20) days of the completion of mediation, a dealer may file with the department to protest:
 - (a) The termination, cancellation, or nonrenewal of a franchise;
 - (b) The establishment or relocation of a dealership;
 - (c) A refusal to honor the appointment of a designated family member pursuant to section 49-1615, Idaho Code;
 - (d) A refusal to honor a proposed modification of a dealer sales and service agreement; or

- (e) For the resolution of any other dispute between a manufacturer or distributor and a new vehicle dealer alleged to arise from a violation of Idaho law.
- (2) When a protest is filed, the department shall inform the manufacturer or distributor that a timely protest has been filed and the manufacturer or distributor shall have twenty (20) days to respond to the protest.

- (3) All costs of the department, including the cost of the hearing officer and the cost of preparing the record, shall be apportioned by the hearing officer. The hearing officer may in his discretion award costs to the prevailing party. A dealer suffering pecuniary loss because of a violation of this chapter, upon prevailing in a protest action for such violation, shall be entitled to costs and reasonable attorney's fees to be determined by the hearing officer. In the event of a willful violation, a dealer shall be entitled to damages equal to three (3) times the pecuniary loss suffered to be awarded by the hearing officer or by the court.
- (4) The office of administrative hearings shall appoint a hearing officer to preside over and conduct the protest as a contested case hearing under the provisions of chapter 52, title 67, Idaho Code. In such a hearing:
 - (a) The manufacturer or distributor has the burden of proof to establish good cause as provided in subsection (5) of this section. This shall include but not be limited to termination, cancellation, or non-renewal of any franchise agreement by the manufacturer or distributor for insolvency, license revocation, conviction of a felony, fraud by a dealer, or failure by a dealer to comply with a provision of the franchise agreement where the provision is both reasonable and of material significance to the franchise agreement relationship.
 - (b) The rules of evidence for a protest hearing are the same as those found in chapter 52, title 67, Idaho Code.
 - (c) The hearing officer may issue subpoenas, administer oaths, and compel the attendance of witnesses and production of books, papers, documents, and all other evidence and may apply to the district court of the county in which the hearing is held for a court order enforcing this section.
 - (d) The hearing shall be conducted pursuant to chapter 52, title 67, Idaho Code.
 - (e) A transcript of the testimony of each witness taken at the hearing must be made and preserved.
 - (f) Within sixty (60) days after the hearing, the hearing officer shall issue a preliminary order pursuant to section 67-5245, Idaho Code. The preliminary order shall be deemed a final order upon issuance.
 - (g) Any party to a hearing before the department may appeal pursuant to the applicable provisions of chapter 52, title 67, Idaho Code.
 - (h) The manufacturer or distributor shall not terminate a dealership, establish a new dealership, relocate a dealership, discontinue an existing franchise, or take any other proposed action described in this chapter until a final decision has been rendered and all appellate remedies available to the dealer have been exhausted. The manufacturer or distributor and the dealer shall abide by the terms of the franchise agreement and Idaho law during the appeals process.

- (5) (a) In determining whether good cause has been established for terminating or not continuing a franchise agreement, all existing circumstances shall be taken into account, including but not limited to:
 - (i) The dealer's sales in relation to the Idaho market that are essential, reasonable, and not discriminatory and that take into account the dealer's local market variations beyond adjusting for the local popularity of general vehicle types and whether the manufacturer or distributor has supplied the dealer with new vehicles or new vehicle parts or accessories in a reasonable time and in sufficient quantity to permit the dealer to meet the manufacturer's or distributor's minimum sales requirements;
 - (ii) Investment necessarily made and obligations incurred by the dealer in the performance of the dealer's part of the franchise;
 - (iii) The permanency of the investment;

- (iv) Whether it is injurious to the public welfare for the business of the dealer to be discontinued;
- (v) Whether the dealer has adequate new motor vehicle facilities, equipment, parts, and qualified management, sales, and service personnel to reasonably provide consumer care for the new motor vehicles sold at retail by the dealer and any other new motor vehicle of the same line make;
- (vi) Whether the dealer refuses to honor warranties of the manufacturer or distributor to be performed by the dealer if the manufacturer or distributor reimburses the dealer for warranty work performed by the dealer pursuant to this section; and
- (vii) Actions by the dealer, which shall include but not be limited to: insolvency, license revocation, conviction of a felony, or fraud by a dealer that result in a material breach of the written and uniformly applied requirements of the franchise agreement that are reasonable and material.
- (b) Notwithstanding the terms, provisions, or conditions of the franchise agreement, the following do not constitute good cause for the termination or noncontinuance of a franchise:
 - (i) A change in ownership arising from the retirement, death, or incapacity of an owner who is not listed in the franchise as one on whose expertise and abilities the manufacturer or distributor relied in the granting of the franchise;
 - (ii) The fact that the dealer:
 - 1. Owns, has an investment in, participates in the management of, or holds a franchise agreement for the sale or service of another make or line of motor vehicles; or
 - 2. Has established another make or line of new motor vehicles or service in the same dealership facilities as those of the manufacturer or distributor that existed prior to January 1, 1997, or is approved in writing by the manufacturer or distributor;
 - (iii) The fact that the dealer refused to order, purchase, or accept delivery of a new motor vehicle, part, accessory, or any other commodity or service not ordered by the dealer or refused to order, purchase, or accept delivery of any new vehicle with special fea-

tures, accessories, or equipment not included in the list price of such vehicles as publicly advertised by the manufacturer or distributor;

(iv) The failure of a dealer to:

- 1. Establish or maintain exclusive facilities, personnel, or display space;
- 2. Expand facilities without a written guarantee of a sufficient supply of new vehicles so as to justify an expansion, in light of the market and economic conditions;
- 3. Make significant modifications to an existing dealership or to construct a new vehicle dealership facility without providing a written guarantee of a sufficient supply of new vehicles so as to justify modification or construction, in light of the market and economic conditions; or
- (v) The desire of a manufacturer or distributor or a manufacturer's or distributor's representative for greater market penetration or to alter the number of the manufacturer's or distributor's or manufacturer's or distributor's representative's franchises or dealer locations.
- (c) In making a determination of whether there is good cause for permitting a proposed modification of a dealer sales and service agreement or a dealer's relevant market area, the burden of proof shall be on the manufacturer or distributor, except that the burden of proof with regard to the factors set forth in this subsection shall be on the dealer, and the department shall consider any relevant factors, including:
 - (i) The reasons for the proposed modification;
 - (ii) Whether the proposed modification is applied to or affects all motor vehicle dealers in a nondiscriminatory manner;
 - (iii) The degree to which the proposed modification will have a substantial and adverse effect upon the motor vehicle dealer's rights, investment, or return on investment;
 - (iv) Whether the proposed modification is in the public interest;
 - (v) The traffic patterns between consumers and the same line make franchised dealers of the affected manufacturer, distributor, or factory branch who are located within the market;
 - (vi) The pattern of new vehicle sales and registrations of the affected manufacturer, distributor, or factory branch within various portions of the area of sales effectiveness and within the market as a whole;
 - (vii) The growth or decline in population, density of population, and new car registrations in the market;
 - (viii) The presence or absence of natural geographical obstacles or boundaries, such as rivers;
 - (ix) The proximity of census tracts or other geographic units used by the affected manufacturer or distributor in determining the same line make dealer's respective relevant market area; and
 - (x) The reasonableness of the change or proposed change to the dealer's area of sales effectiveness, considering the benefits and harm to the petitioning dealer, other same line make dealers, and the manufacturer, distributor, or factory branch.

- (d) In determining whether good cause exists for a refusal to accept a dealer successor appointed pursuant to section 49-1615, Idaho Code, the manufacturer or distributor has the burden of proving that the appointed successor is not of good moral character or does not meet the manufacturer's or distributor's existing, reasonable, and uniformly applied standards and, considering the volume of sales and service of the dealership, uniformly applied minimum business experience standards in the consumer consumption channel.
- (e) In determining whether good cause was established for not entering into an agreement or relocating an additional franchise for the same line make, the department shall take into consideration the existing circumstances within the existing franchise's relevant market area, including:
 - (i) Permanency of the investment of both the existing and proposed franchises;
 - (ii) Investment necessarily made and obligations incurred by other existing franchisees of the same line make in that relevant market area in the performance of their part of their franchise agreements and the date of such investment made and obligations incurred by such franchisees in relation to the date of appointment of the additional franchisee;
 - (iii) Growth or decline in population and new car registrations in the consumer consumption area and whether the population and demographic characteristics of that relevant market area have changed since appointment of the other existing franchisees sufficiently to support the economic viability of both the other existing franchisees and the additional franchisee;
 - (iv) Effect on the consuming public in the relevant market area and whether the other existing franchisees of the same line make in that relevant market area are substantially compliant with reasonable manufacturer or distributor requirements in providing adequate consumer care, including satisfactory new vehicle dealer sales and service facilities, special and essential tools and equipment, replacement parts supply, and qualified management, sales, and service personnel, for the new motor vehicle products of the line make and whether sufficient qualified management, sales, and trained service personnel to satisfy the reasonable requirements of the manufacturer or distributor for the other existing franchisees and the additional franchisee are available in that relevant market area;
 - (v) Whether it is injurious or beneficial to the public welfare for an additional franchise to be established;
 - (vi) Whether the franchises for the same line make in that relevant consumption area are providing adequate competition and convenient customer care for the vehicles of the line make in the market area, which shall include the adequacy of vehicle sales and service facilities, equipment, supply of vehicle parts, and qualified service personnel;
 - (vii) Whether the establishment of an additional franchise would increase competition and be in the public interest; and

(viii) Whether the manufacturer's or distributor's action is in good faith.

SECTION 4. That Chapter 16, Title 49, Idaho Code, be, and the same is hereby amended by the addition thereto of a <u>NEW SECTION</u>, to be known and designated as Section 49-1617A, Idaho Code, and to read as follows:

- 49-1617A. MEDIATION OF DISPUTES. (1) All disputes between a manufacturer or a distributor and a new vehicle dealer alleging a violation of any provision of this chapter or any other provision of Idaho law are subject to mediation as provided for in this section. A demand for mediation must be served on the adverse party before the filing of the objection, protest, complaint, or petition or the bringing of the action. A demand for mediation must be in writing and served on the adverse party by certified mail, return receipt requested, or by overnight delivery service that provides proof of delivery at an address designated for the party in the records of the complainant. The demand for mediation must contain a brief statement of the dispute and the relief sought by the complainant filing the demand.
- (2) Within twenty (20) days after the date a demand for mediation is served, the parties shall mutually select an independent mediator and meet with that mediator for the purpose of attempting to resolve the dispute. If the parties are unable to agree on a mediator, a party may apply to a district judge of the district court for the county in which the dealership is located for appointment of a mediator. The meeting place must be within this state in a location selected by the mediator in proximity to the place of business of a party domiciled in this state. The mediator may extend the date of the meeting for good cause shown by either party or on the stipulation of both parties.
- (3) The service of a demand for mediation under subsection (1) stays the time for the filing of any objection, protest, complaint, or petition with the department or for bringing an action until the representatives of both parties have met with a mutually selected or appointed mediator for the purpose of attempting to resolve the dispute. If an objection, protest, complaint, or petition is filed before the meeting, the department or the court shall enter an order suspending the proceeding or action until the meeting has occurred and may, on the written stipulation of all parties to the proceeding or action that they wish to continue to mediate under this section, enter an order suspending the proceeding or action for as long a period as the department or court considers to be appropriate. A suspension order issued under this subsection may be revoked on motion of any party or on motion of the department or the court.
- (4) The department shall encourage dealers, manufacturers, and distributors to establish a panel of mediators who have the character, ability, and training to serve as mediators and who have knowledge of the motor vehicle industry.
- (5) A mediator shall be immune from civil liability for any good faith act or omission within the scope of the mediator's performance of the mediator's powers and duties under this chapter. An act or omission of a mediator is presumed to be a good faith act or omission. This presumption may be overcome only by clear and convincing evidence.

SECTION 5. That Chapter 16, Title 49, Idaho Code, be, and the same is hereby amended by the addition thereto of a <u>NEW SECTION</u>, to be known and designated as Section 49-1617B, Idaho Code, and to read as follows:

49-1617B. STANDING TO BRING AN ACTION. (1) The following entities have standing to seek redress for violations of this chapter or of any other provision of Idaho law relating to or affecting the relationship between a manufacturer or a distributor and a new vehicle dealer:

(a) A new vehicle dealer; and

- (b) Any corporation or association that is primarily owned by or composed of new vehicle dealers and that primarily represents the interests of new vehicle dealers if at least one (1) of the corporation or association members would have standing on its own, the interests that the action seeks to protect are germane to the corporation's or association's purpose, and the claim asserted or the relief requested does not require the participation of individual members in the action.
- (2) Entities that have standing pursuant to this section may:
- (a) File a petition and request the department handle the matter as an administrative proceeding;
- (b) File a demand for mediation pursuant to section 49-1617A, Idaho Code; or
- (c) Bring a civil action in a court of competent jurisdiction.
- (3) An action filed pursuant to this section may seek:
- (a) Recovery of actual damages;
- (b) Declaratory or injunctive relief; or
- (c) Reasonable costs of the suit and attorney's fees to a prevailing party.

SECTION 6. An emergency existing therefor, which emergency is hereby declared to exist, this act shall be in full force and effect on and after its passage and approval.